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Elmer D. Smith & Co.

ADRIAN, MICH., U. S. A.



SELECT LIST OF
CHRYSANTHEMUMS
FOR
1914

To Our Patrons

In presenting our Catalogue for 1914, we wish to call your attention to our usual strong collection of Novelties, which we believe surpass those of other raisers. In the general list we include all of the best, and as the arrangement is so comprehensive, the selection of varieties suitable for the required purpose will be very simple. We shall be in better position than ever before to serve our customers with first-class stock true to name. Thanking you for past favors and soliciting your continued patronage, we are,

Yours respectfully,

ELMER D. SMITH & CO.

Terms of Sale

IMPORTANT—READ CAREFULLY BEFORE ORDERING.

QUOTATIONS.—The prices quoted are as **low** as can be made for **strictly first-class stock**. This list cancels all previous quotations and is **good until May 1st**, after which date Prices for Summer Planting will prevail.

QUALITY.—We do not **ship** large, soft plants, but **short, sturdy stock from cold houses**, which quickly respond to any ordinary treatment.

NO GUARANTEE.—While we exercise the utmost care in executing all orders, to keep our stock true to name, **we give no warranty, Expressed or Implied, and Cannot Guarantee or be in any way responsible for the Crop**, either as to variety or product. Should **Errors** occur, do not fail to **report at once**.

FILLING ORDERS.—All Orders are Filled in **Strict Rotation**, carefully labeled, lightly and securely packed and delivered to the carriers in good condition, free of charge. In case **Stock** of certain varieties is **exhausted**, we **reserve the right to decline the order**. To partially avoid such action, **Place Your Order Early**, so that plants may be set aside or cuttings propagated. **Assist in prompt delivery by using Order Sheet**.

TERMS.—Orders from **Unknown Parties** must **Always be accompanied by Remittance or Satisfactory Reference** from Trade Firms or Local Banks. We allow **5% Discount where Remittance Accompanies the Order**. Register all **Letters containing CASH**. All **Accounts are Due and Subject to Draft in 60 Days**, unless otherwise agreed upon. We **insist on One-Quarter** of the Amount to Accompany the Order when shipped **C. O. D.**

In All Cases the Foregoing Terms will be Strictly Adhered to.

SHIPPING FACILITIES.—All Plants are shipped by **Express, unless otherwise instructed**. We guarantee safe arrival. For Safe and Quick Delivery, we recommend this method. In case of Damage or Losses, Remove our Improved Shipping Tag, return with Agent's Receipt, and we will enter claim for damages. We always add a liberal number of extras to help defray the Express Charges.

WE GUARANTEE ALL SHIPMENTS TO BE FORWARDED AT THE SPECIAL PLANT RATE, WHICH IS 20% LESS THAN MERCHANDISE.


Mail shipments are practical only with small orders. We forward by Mail. Post Prepaid.

NOTICE TO PACIFIC COAST AND EXTREME WESTERN GROWERS:

We are pleased to inform you that there is in force a **low prepaid Express Rate** to the following states: **BRITISH COLUMBIA, WASHINGTON, OREGON, CALIFORNIA, NEVADA, ARIZONA** and **MOST POINTS IN IDAHO**. This **Rate is 8 Cents per Pound PREPAID; no limit to Weight, provided the value is less than \$10.00.**

We will Prepay, if Amount is Advanced, at the rate of **\$1.50 for every 100 2½ in. Pot Plants**. There will be a slight Variation, according to Weather Conditions and Size of Plants. **Will Return or Bill all Differences.**

ORDER SHEET

 While we exercise the utmost care in executing all orders to keep our stock true to name, we give no warrantee, express or implied, and cannot guarantee or be in any way responsible for the crop, either as to variety or product. If not accepted on these terms, return the goods at once.—E. D. S. & Co.

Elmer D. Smith & Co.,

Adrian, Mich.

FOR INSTRUCTIONS REGARDING THE SHIPMENT OF PLANTS
SEE INSIDE OF FIRST COVER

DO NOT WRITE IN
THIS SPACE

Please Forward by (State whether wanted by MAIL or EXPRESS; If Express, which company)

To _____
(In Ordering or Writing, always sign name in the same way.)

(In Ordering or Writing, always sign name in the same way.)

Street, P. O. Box
or Rural Delivery _____

Post Office _____

Express Office (If different from Post Office) _____

County _____ State _____

Date _____ Amount Enclosed { M. O. _____ Cash _____ Discount (if taken) _____
Check _____ Stamps _____

[illegible]

Amount carried forward

 This Order is sent direct to Shipping Department.
Inquiries must be Placed on Separate Sheet to Insure Prompt Reply.

New American Chrysanthemums for 1914

Originated by Elmer D. Smith & Co.

Commercial Varieties

Those interested in commercial varieties should not fail to avail themselves of the following four sterling Novelties. They all surpass existing kinds in their respective season.

Delivery on or before March 1st.

QUANTITY.—Five plants of a kind at ten, twenty-five at hundred rate.



OCONTO.—A white Japanese of large size with strong ridged stem and perfect foliage like Donatello. This will be a companion for Chrysolora, coming into perfection October 15th. Height 4 ft. Best bud August 30th. C. S. A. Certificate.

PRICE.—50c each; \$4 per ten; \$35 per hundred.



GARNET GEM.—An unusual bright crimson seedling from Geo. W. Childs. In perfection October 20th, and with us it does not burn like most varieties of this color. We consider this the best early red to date for the commercial grower. Height 3 ft. Best bud August 20th. **C. S. A. Certificate.**

PRICE,—50c each; \$4 per ten; \$35 per hundred.

ALL QUOTATIONS GIVEN ARE FOR STRONG PLANTS FROM 2¼ IN. POTS. UNLESS OTHERWISE SPECIFIED. THESE ARE FORWARDED BY EXPRESS UNLESS WE HAVE EXPLICIT INSTRUCTIONS TO SHIP OTHERWISE, OR IN CASE OF SMALL ORDERS, WHEN MAIL WOULD BE MOST PRACTICAL.



SMITH'S IDEAL.—A commercial white of exceptional merit, possessing those qualities which have made Major Bonnaffon so popular. Perfect incurved form from early or late buds, dwarf upright growth with strong wiry stem. Like Bonnaffon, flowers are only medium in size and in perfection November 1st and later. Height 3 ft. Best bud August 30th. **C. S. A. Certificate.**

PRICE.—50c each; \$4 per ten; \$35 per hundred.

ODESSA.—Late midseason, maturing November 15th to 20th. Bright yellow seedling from Merza, but much freer in growth and does not wilt like its parent. Best incurved form. We believe this will eclipse anything now in commerce as a late yellow. Height 5 ft. Best bud September 5th. **C. S. A. Certificate.** (See cut, front cover.)

PRICE.—50c each; \$4 per ten; \$35 per hundred.

IN 1890 WE SENT OUT OUR FIRST SEEDLING CHRYSANTHEMUM, AND EACH SUBSEQUENT YEAR OUR NOVELTIES HAVE TAKEN A PROMINENT PLACE IN THE WORLD'S PRODUCT.

Exhibition Collection

It is but a few years since we turned our attention to the production of high-grade varieties suitable for exhibition purposes. We find our efforts are being appreciated, owing to the increasing demand each year.

We are pleased to offer the following two varieties, which we are confident have no rivals among the new offerings for the year.

With us the earliest buds do not succeed, so growers in more favored localities are safe in retaining them five to ten days earlier than dates here given.

Distribution in strict rotation beginning in January.

QUANTITY.—Five plants of a kind at ten rate.



NERISSA.—Very broad petals, forming a high, rounded, incurved bloom of the largest size. Similar in color to Rosemawr, rosy mauve. Strong upright growth and ridged stem, maturing second week of November. Height 4 ft. Best bud September 5th. **C. S. A. Certificate.**

PRICE.—\$1.00 each; \$8.00 per ten.

REMEMBER THERE ARE NO OTHER NOVELTIES OFFERED THIS SEASON SO MERITORIOUS AS THOSE DESCRIBED ON THE FOREGOING PAGES.



FLAMINGO.—An exquisite shade of crimson, reflexing perfectly, showing only the upper surface of the petals; of large size, destined to become one of the best exhibition crimsons and is also admirably adapted to the needs of the commercial grower, maturing first week of November. Height $3\frac{1}{2}$ ft. 7 inches in diameter. Best bud August 20th. Awarded bronze medal at Chicago show.

PRICE.—\$1.00 each; \$8.00 per ten.

REMEMBER WE ALLOW 5 PER CENT. DISCOUNT FOR CASH WITH ORDER.

NEW POMPONS

CELCO.—Bright yellow shading to orange, similar in color to Quinola, but the sprays are not so compact and are ready to cut two weeks earlier or about November 1st, when dark yellow Pompoms are scarce. Height medium. C. S. A. Certificate.

PRICE.—25c each; \$2.00 per ten.

LEOTA.—Delicate pink with bright rose reverse, which gives the effective bright center in each bloom if cut a few days before fully developed. Dwarf habit; fine for pot plants. In season October 25th to November 5th. C. S. A. Certificate.

PRICE.—25c each; \$2.00 per ten.

NESSCO.—Beautiful shade of old rose, flowers about the size of Iva, La Purite and Lodi. Medium height; maturing first week of November.

PRICE.—25c each; \$2.00 per ten.



LEOTA



NESSCO

NEW ANEMONE

AZELDA.—Light pink with a slight trace of Lavender. Ray and disc floret same color with the exception of the center of the cushion, which is cream color. Single row of lavender ray florets. Produces exquisite sprays suitable for any sort of artistic arrangement.

PRICE.—25c each; \$2.00 per ten.

NEW SINGLE

QUEEN.—A very promising late single white. The flowers for the illustration (last cover), were cut and photographed on December 2nd. Sturdy, upright growth with stiff stem. C. S. A. Certificate.

PRICE.—25c each; \$2.00 per ten.

NEW HARDY

WINNETKA.—Very free flowering, pure white. When planted early usually begins flowering by the end of July and continues until checked by frost. Low, compact growth.

PRICE.—25c each; \$2.00 per ten.

Novelties from Various Sources

CHIEFTAIN.—(Hill Co.) A promising early commercial of a very beautiful shade of pink, maturing October 20th. Perfectly incurved and splendid keeping qualities. Medium height with stiff stem. C. S. A. certificate.

PRICE.—25c each; \$2.00 per ten; \$12.00 per hundred.

EDWIN SEIDEWITZ.—(Lotze). Late midseason, maturing November 15th and later. Japanese incurved; color bright pink; stem and foliage perfect. C. S. A. certificate.

PRICE.—30c each; \$2.50 per ten; \$20.00 per hundred.

GREYSTONE.—(Pierson Co., Inc.) This variety comes highly recommended as one of the best for specimen plants. Color beautiful golden bronze.

PRICE.—50c each; \$4.00 per ten; \$35.00 per hundred.

INDIAN SUMMER.—(Pierson Co., Inc.) Another Chadwick sport with same general characteristics. The upper surface of petals is yellow suffused with red, presenting a very pleasing shade of bronze, while the reverse is buff or chamois.

PRICE.—50c each; \$4.00 per ten; \$35.00 per hundred.

The following varieties were raised by C. W. Johnson, Morgan Park, Ill., and are being disseminated by the A. N. Pierson Co., Inc., Cromwell, Conn.:

GOLDEN CLIMAX.—Exhibited under the name of Climax. On the order of Quinola; bright, golden orange, but not subject to mildew. Matures Nov. 10th to 20th.

PRICE.—25c each; \$2.00 per ten; \$15.00 per hundred.

GOLDEN HARVEST.—Deep golden yellow with a tinge of bronze, similar to Mrs. Beu (Syn Souv d'Or), medium size.

PRICE.—25c each; \$2.00 per ten; \$15.00 per hundred.

GOLDEN WEST.—Belongs to the small flowered section; about twice the diameter of Baby and about the same shade of yellow. Its keeping qualities are unsurpassed. Growth of medium height. Good for any purpose where Pompons are desired; sure to be in demand another season.

PRICE.—25c each; \$2.00 per ten; \$15.00 per hundred.

WESTERN BEAUTY.—Deep rose pink of medium size, maturing after Fairy Queen. Medium height; stiff, erect stems.

PRICE.—25c each; \$2.00 per ten; \$15.00 per hundred.

IMPORTANT ANNOUNCEMENT.

We have arranged with A. N. Pierson Co., Inc., Cromwell, Conn., to act as Eastern Agents in the dissemination of our novelties.

All jobbers located east of, and including New York and Pennsylvania, desiring to handle these novelties are respectfully referred to the above firm for terms, etc.

ELMER D. SMITH & CO.

FERTILENE.-- A very concentrated, soluble fertilizer for Chrysanthemums; nothing better. See page 24.

WE ARE IN RECEIPT OF MANY TESTIMONIALS COMPLIMENTING QUALITY OF STOCK, MODE OF PACKING AND LIBERAL COUNT. SEND US A LIST OF YOUR FRIENDS INTERESTED IN CHRYSANTHEMUMS.

COMMERCIAL SECTION

In arranging this collection, we have mentioned those which are suitable for the commercial grower. Those offered possess commercial qualities in style of growth and are easy to manage. Most of them produce good flowers from late buds. We have also endeavored to give the height of each variety, the best date to reserve bud, also date when fully matured. In giving the height, it must be considered only approximate, as it is impossible to be exact, as much depends on the size of the plants at planting time and the conditions maintained thereafter. We have ignored the terms "Crown" and "Terminal" entirely, believing it immaterial and useless for the grower to burden his mind with such complicated matters. What he wants to know is the date that gives the best results.

EARLY VARIETIES

To secure early flowers, it is of the utmost importance they be planted early. Good strong plants from 3-in. pots, benched in May, give very satisfactory results, and our estimated heights given these varieties are based on such stock planted at that date. In case the buds are not formed at the date stated, reserve the first that appears thereafter. All the varieties mentioned will mature flowers prior to November 1st, but to be more explicit as to their flowering season, we have indicated those which mature from the latter part of September to the 10th of October with an (E); those coming from October 10th to 20th with an (M); those from October 20th to November 1st with an (L).

PRICE.—5c each; 40c per ten; \$3.00 per hundred, except where otherwise quoted.
QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

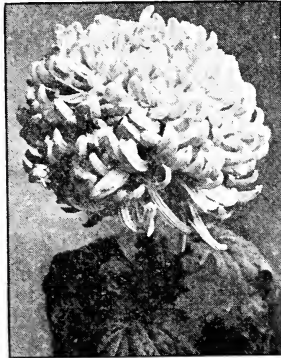
Height	Bud	Mature	
4	8/30	L	Chas. Razer. —A pure white of special merit.
4	8/20	E	Chrysolora. —(Introduced by us 1911.) The best yellow for early October. Fine incurved form with perfect stem and foliage up to the bloom. 10c each; 60c per ten; \$4.00 per hundred.
5½	8/20	L	Clementine Touse. —A very good white; slightly tinted pink from late buds.
2½	8/20	M	Comoleta. —(Introduced by us 1907.) From early buds in perfection Oct. 15th; color, bright yellow. Fine for pot culture. Dwarf. 10c each; 60c per ten; \$4.00 per hundred.
3	8/25	L	Donatello. —(Introduced by us 1910.) Bright yellow, ball shaped, of great substance; fine foliage with very wiry stem. 10c each; 60c per ten; \$4.00 per hundred.
3½	8/20	M	Early Snow. —A pure white, improved Polly Rose. 10c each; 60c per ten; \$4.00 per hundred.
2½	8/25	M	Fleuve Dore. —Stiff Stem with a full flower of brilliant brassy orange yellow; center in spiral form. 10c each; 80c per ten; \$5.00 per hundred.
3½	8/25	M	Gloria. —(Introduced by us 1909.) A beautiful light pink, stem and foliage excellent.
3	8/20	M	Glory of Pacific. —A good shade of pink when in color.
3½	7/10	E	Golden Glow. —(Introduced by us 1908.) Bright yellow, good stem and foliage. Blooms may be had from Aug. 15 to Oct. 20, if planted in succession and first bud secured.
2½	8/20	L	Ivory. —This variety is not as large as some, still it is a good commercial white. Good stem. Dwarf.
3	8/20	M	Mlle. Arlette Dubois. —A white Japanese Incurved. Very similar to Virginia Poehlmann. Considered an improvement by some. 10c each; 60c per ten; \$4.00 per hundred.
4	7/20	E	Monrovia. —(Introduced by us 1900.) One of the best early yellows, easy to grow, fine stem and foliage. Early buds should be secured.
3	8/25	L	Mrs. B. E. Hayward. —(New, 1913.) Bright pink of the best incurved form. Maturing about Oct. 20th. Dwarf habit. 15c each; \$1.20 per ten; \$10.00 per hundred.
4	7/20	M	October Frost. —(Introduced by us 1906.) This variety requires early planting and early bud. If the early buds are not taken, the growth is tall and the flowers come with open centers. Pure white.
3½	8/20	M	Pacific Supreme. —(Introduced by us 1908.) Pink, intermediate between Pacific and Wm. Duckham, and is sufficiently permanent to admit of full development without the bloom fading.

ROOTED CUTTINGS.—THOSE INTERESTED IN ROOTED CUTTINGS WILL FIND A COMPLETE LIST OF COMMERCIAL SORTS ON PAGE 21. THE PRICES QUOTED ARE FOR EARLY DELIVERY, AND WILL PROBABLY PREVAIL UNTIL MAY 1ST. WHEN THEY WILL BE REVISED AND REDUCED WHERE THE STOCK AND DEMAND WILL PERMIT.

Height	Bud	Mature	
2½	8/20	L	Pink Ivory. —A pink sport from Ivory, and for best color should be grown with abundance of air, and avoid early buds. 10c each; 60c per ten; \$4.00 per hundred.
2	8/20	L	Polly Rose. —(Estelle.) White sport from Glory of Pacific. Extra good.
5 3½	8/20 8/15	L E	Robert Halliday. —Large light yellow Japanese; good growth.
		E	Roserie. —(Introduced by us 1906.) One of the best early pinks, being a clear, bright color.
3½	7/5	E	Smith's Advance. —(Introduced by us 1911.) The earliest large flowering white. Can be had from July onward according to date of planting and selecting buds. Being more dwarf and flowers more double than October Frost, it is a decided improvement on that variety.
4	8/5	E	Unaka. —(Introduced by us 1911.) Being a strong grower with perfect stem and foliage, a fine incurved bloom of a pleasing shade of pink, and maturing the first week of October, places it foremost among the early pinks.



Chrysolora



Unaka



Smith's Advance



Pacific Supreme



Comoleta



Donatello

3½	8/25	M	White Gloria. —(Introduced by us 1912.) A sport from Gloria, identical in every particular except color, which is white with a slightly creamy cast. 10c each; 80c per ten; \$5.00 per hundred.
2½	8/20	L	Yellow Ivory. —A bright yellow sport from Ivory. 10c each; 60c per ten; \$4.00 per hundred.
4	7/20	M	Yellow October Frost. —A yellow sport of the popular early white, identical with it in every way except color 10c each; 60c per ten; \$4.00 per hundred.
5½	8/20	L	Yellow Touset. —Light yellow sport from Clementine Touset.

THE PAST SEASON WE SUBMITTED TO THE CHRYSANTHEMUM SOCIETY'S COMMITTEE NINE SEEDLINGS AND WERE AWARDED EIGHT FIRST-CLASS CERTIFICATES, THE STRONGEST ENDORSEMENT THAT CAN BE GIVEN NEW VARIETIES, AS THESE FINDINGS ARE THE OPINIONS OF EXPERT JUDGES.

MID-SEASON AND LATE VARIETIES

In favorable seasons some of the midseason varieties will perfect blooms before November 1st, if planted early and the early bud secured; and some of the late kinds will be in perfection by November 10th, under similar conditions. On the other hand, they may be retarded by late planting and securing late buds.

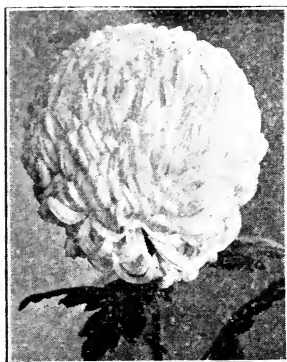
As so much depends upon the method employed, the date of maturing given must not be considered infallible. Those which mature their flowers from last days of October to November 10th are indicated by (E); from November 10th to 20th by (M); after November 20th by (L).

PRICE.—5c each; 40c per ten; \$3.00 per hundred, except where otherwise quoted.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Height	Bud	Mature	
5	9/5	M	
			Adonis. —(Introduced by us 1910.) We find this variety is best adapted for commercial use, being too late for exhibitions. An exquisite shade of pink, and double from late bud. 10c each; 60c per ten; \$4.00 per hundred.
3½	8/15	E	Aesthetic. —(Introduced by us 1912.) The petals closely incurve, and are so arranged as to form distinct tiers of puffs or rolls rather than the regular contour usually seen in the incurved section. An exquisite shade of delicate primrose. 10c each; 80c per ten; \$5.00 per hundred.
4	9/5	M	Antique. —A deep bronze sport of Dr. Enguehard, a duplicate of Enguehard in all respects save color. 10c each; 60c per ten; \$4.00 per hundred.
2½	8/25	E	Aug. Dasse. —Very solid flower of excellent keeping qualities, globular in form; color, intense yellow. 10c each; 60c per ten; \$4.00 per hundred.
5	9/15	M	Chadwick Improved. —(Introduced by us 1909.) A pure white sport from W. H. Chadwick. Japanese incurved. 10c each; 60c per ten; \$4.00 per hundred.
4	9/15	M	Chadwick Supreme. —In color, bright pink; in form, reflexed; of Vivand Morel type, and in habit it is a duplicate of W. H. Chadwick, the variety from which it is a sport. 10c each; 60c per ten; \$4.00 per hundred.
5	9/15	E	Col. D. Appleton. —One of the best yellows for commercial and exhibition use.
5	8/20	E	Crocus. —(Introduced by us 1906.) A pleasing shade of light yellow, fine stem and foliage, at its best the last days of October.
3½	9/25	L	December Gen. —(Introduced by us 1911.) This variety blooms from the last of November to the middle of December, according to date of buds. White, with a slight pink tinge. Ball-shaped. Very stiff, wiry stem. 10c each; 60c per ten; \$4.00 per hundred.
4	8/25	E	Dick Witterstaetter. —(Introduced by us 1911.) A beautiful shade of bright crimson, blooms reflex and show the crimson to best advantage. Should be planted not later than June 15th to secure bud Aug. 25th for best results. 10c each; 80c per ten; \$5.00 per hundred.
3½	8/25	M	Dolly Dimple. —A fine large, well-built yellow variety; strong grower with good foliage. 10c each; 60c per ten; \$4.00 per hundred.
4	9/5	M	Dr. Enguehard. —Bright rose pink, double from either bud; while those from late buds are somewhat smaller, they are greatly improved in color.
3½	8/25	E	George W. Childs. —Bright crimson, good for early bloom or bush plant. 10c each; 60c per ten; \$4.00 per hundred.
5	9/15	M	Golden Chadwick. —Yellow sport from W. H. Chadwick. By planting late may be had for Thanksgiving or later. 10c each; 60c per ten; \$4.00 per hundred.
4	9/15	M	Golden Eagle. —Very intense yellow, wide petals, incurved form, one of the finest. 10c each; 60c per ten; \$4.00 per hundred.
5	9/10	M	Golden Wedding. —Loosely incurved, bright yellow. 10c each; 60c per ten; \$4.00 per hundred.
4	8/30	M	Golden Robin. —(Introduced by us 1913.) An improved Golden Age either as a specimen plant or for commercial yellow. Golden Wedding is light yellow by comparison. Awarded first prize at Cleveland in the class for twelve yellow blooms. 15c each; \$1.20 per ten; \$10.00 per hundred.
5	9/30	L	Harvard. —(Introduced by us 1912.) Japanese reflexed; very dark crimson. In perfection November 15th and later. The best red yet introduced; double from any bud. 10c each; 60c per ten; \$4.00 per hundred.
3	9/10	L	Helen Frick. —(Introduced by us 1904.) A fine late dark pink Japanese incurved; stem and foliage good.
4	8/30	M	Hirondelle. —A large incurving variety with splendid stem and foliage, easy to manage. The color brightens as it matures into rosy lavender. 10c each; 60c per ten; \$4.00 per hundred.

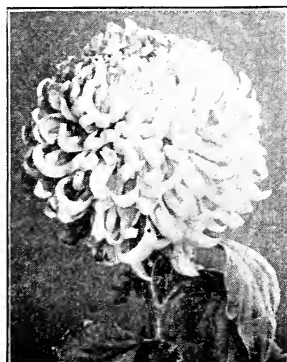
SMITH'S CHRYSANTHEMUM MANUAL LEADS TO SUCCESS PRICE 50c POSTPAID. INSIDE OF LAST COVER.



White Perfection



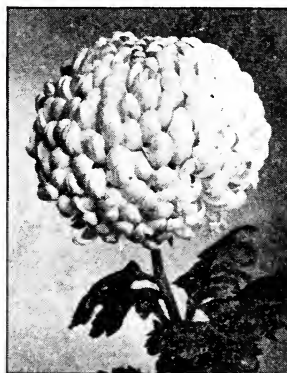
Mary E. Meyer



Mrs. B. E. Hayward



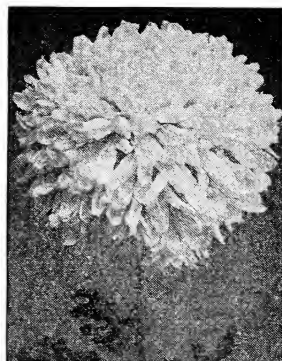
Dick Witterstaetter



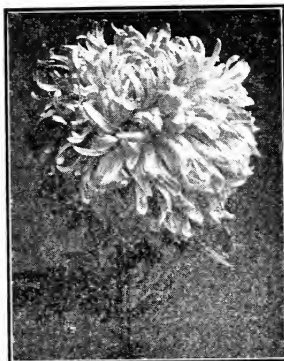
Pink Gem



Roman Gold



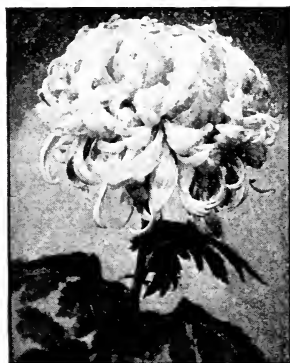
December Gem



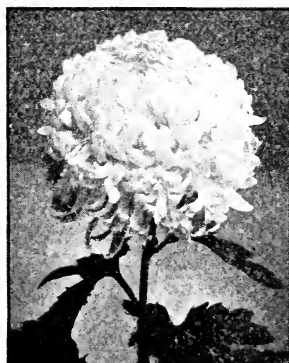
Nagoya



Ramapo



Helen Frick



John Burton



Harvard

Height	Bud	Mature	
4	9/10	E	Intensity. —(Introduced by us 1900.) Reflexed bright crimson, a good late red. 10c each; 60c per ten; \$4.00 per hundred.
3	9/30	L	John Burton. —(Introduced by us 1904.) Incurved delicate pink. Should be planted June 20th and grown strong. 10c each; 60c per ten; \$4.00 per hundred.
4	8/30	E	Lucile Quinlan. —(Introduced by us 1913.) Bright yellow, loosely incurved, and is useful for either Exhibition or Commercial purposes. 15c each; \$1.20 per ten; \$10.00 per hundred.
3½	9/10	M	Major Bonnaffon. —A fine yellow, easy of cultivation and incurved form.
3	8/25	M	Mary E. Meyer. —(Introduced by us 1913.) Purest paper white, short jointed growth, being especially adapted to Commercial use. Has been well received the past season. 15c each; \$1.20 per ten; \$10.00 hundred.
4	8/10	M	Mayor Weaver. —(Introduced by us 1906.) A bright, pleasing pink, medium size, in perfection second week in November; may be had for Thanksgiving by taking a late bud.
5	9/15	M	Mrs. W. E. Kelley. —(Introduced by us 1909.) A bright yellow Japanese, with fine stem and foliage. 10c each; 60c per ten; \$4.00 per hundred.
3½	8/25	E	Mrs. H. Robinsen. —Incurved white, good for single stem pot plants.
4½	9/20	M	Nagoya. —(Introduced by us 1899.) Bright yellow Japanese, sturdy growth, fine. 10c each; 60c per ten; \$4.00 per hundred.
4	9/10	L	Nontero. —(Introduced by us 1912.) Loosely incurved white, perfect stem and foliage. 10c each; 60c per ten; \$4.00 per hundred.
2½	8/25	L	Patty. —A beautiful Enchantress pink Japanese; dwarf. This is very fine both in color and habit; does not fade. 10c each; 60c per ten; \$4.00 per hundred.
4	9/5	E	Pink Gem. —(Introduced by us 1912.) A pleasing shade of light pink, perfect form, ideal stem and foliage, and wonderful substance. 10c each; 80c per ten; \$5.00 per hundred.
3	9/5	M	Pres. Roosevelt. —(Introduced by us 1906.) Very short jointed, requires early planting to secure long stems; beautiful incurved form, stem and foliage ample. Blush, with darker center petals. 10c each; 60c per ten; \$4.00 per hundred.
4½	8/30	E	Pres. Taft. —(Introduced by us 1909.) Japanese incurved, petals of the purest white, which closely incurve; stem and foliage good. 10c each; 60c per ten; \$4.00 per hundred.
4	8/20	E	Ramapo. —Color of Col. D. Appleton, splendid foliage up to the bloom, does not show the raised center as Appleton. A first-class yellow. 10c each; 80c per ten; \$5.00 per hundred.
4	8/25	M	Roman Gold. —(Introduced by us 1911.) A very intense yellow, maturing November 1st to 10th. Perfect stem and foliage, easy to manage. From late buds they show the bronzy tints in the depths of petals, but this rather adds to their beauty.
4	8/25	M	Souv. De Maurice Dalle. —Fine lavender pink, globular form, nicely incurved; stem and foliage good; large enough for exhibitions. 10c each; 60c per ten; \$4.00 per hundred.
4	9/5	M	Tim Eaton. —Large incurved white Japanese. 10c each; 60c per ten; \$4.00 per hundred.
3	9/20	M	White Bonnaffon. —(Introduced by us 1900.) Incurved white, still grown in quantity.
3	9/10	L	White Helen Frick. —(Introduced by us 1910.) A very desirable late white, coming for Thanksgiving and later. Dwarf habit.
3½	9/10	L	White Perfection. —(Introduced by us 1913.) High, rounded incurved of exceptional depth and the purest white. Fine shipper and keeper; one of the very best whites for Thanksgiving use. 15c each; \$1.20 per ten; \$10.00 per hundred.
5	9/15	M	W. H. Chadwick. —Large incurved white, sometimes shaded pink. 10c each; 60c per ten; \$4.00 per hundred.
3	9/25	L	Yanoma. —(Introduced by us 1896.) A fine late white, deep reflexed bloom, with good stem and foliage.
4	9/5	M	Yellow Eaton. —Large incurved sport from Tim Eaton. 10c each; 60c per ten; \$4.00 per hundred.

In addition to the foregoing, the following sorts may be used for this purpose. Much depends upon the conditions under which they are grown, and the price received in determining their adaptability to commercial use. At all events an early bud must be secured, otherwise most of them will produce flowers with open centers: **Cheltoni, Elberon, Glen Cove, Glenview, Manhattan, Miss Clay Frick, Mrs. O. H. Kahn, Mrs. J. C. Neill, Mount Kisco, Naomah, Nellie Pockett, Pockett's Crimson, Smith's Sensation, Wm. Duckham and Yellow Miller.**

CUSTOMERS WHO HAVE NOT ESTABLISHED A CREDIT WITH US MUST SEND CASH WITH ORDER. THOSE DESIRING TO OPEN AN ACCOUNT WILL CONFER A FAVOR BY FURNISHING A BANK REFERENCE OR MENTIONING FIRMS FROM WHOM THEY HAVE PURCHASED ON TIME. WE MAKE NO SHIPMENTS TO UNKNOWN CUSTOMERS.

EXHIBITION VARIETIES

In selecting the most suitable for exhibition purposes, we have given size and finish first consideration.

We are aware some of the best blooms are produced from buds taken August 5th, but throughout the middle west buds of most varieties, taken prior to August 15th suffer from excessive heat and lack of moisture, and for this reason we secure our best results from those taken August 15th to 30th. Each grower must be governed by the conditions in his immediate locality, and may find it advantageous to take them earlier than dates given.

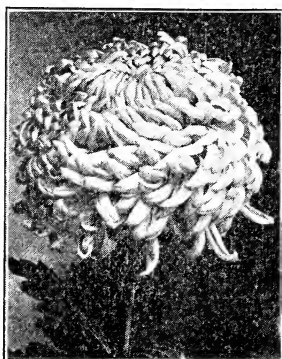
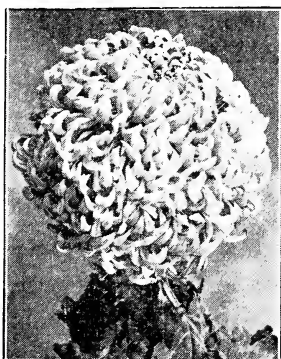
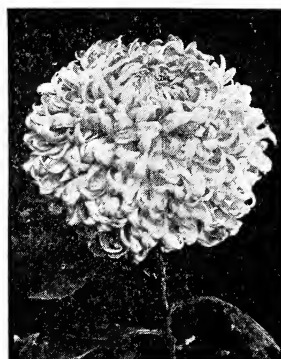
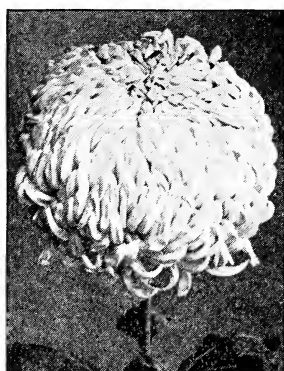
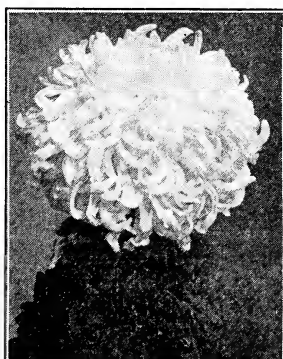
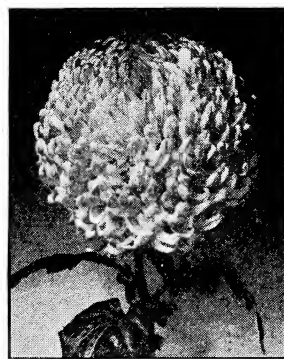
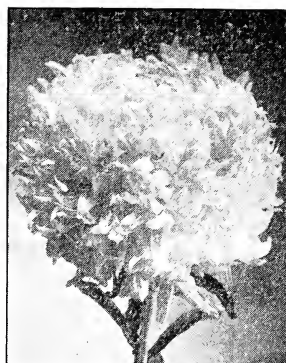
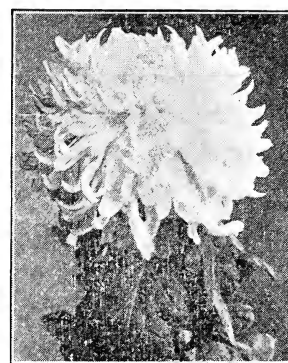
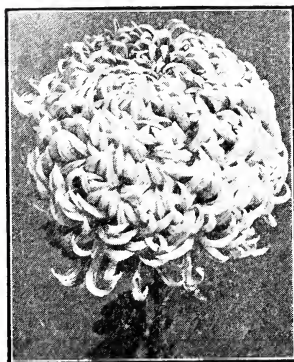
In determining the height, those which do not exceed 4 ft. are designated as Dwarf; those which do not exceed 6 ft. as Semi-Dwarf; and those growing taller as Tall. These deductions are only approximate and from stock propagated in February.

QUANTITY.—Owing to the fact that exhibition varieties are purchased in very limited numbers, we do not offer by the hundred, but will be pleased to quote a Special Price to those desiring 25 plants or more OF A KIND.

Best Bud.

- 8/15 **Annie L. Angus.**—Described as an exact duplicate of the old Mme. Carnot, save that it is much stronger in growth and not affected by disease. Large size, stem rather weak, but fine for the collection classes. Purest white; semi-dwarf. **20c each; \$1.75 per ten.**
- 8/5 **Alice Lemon.**—A soft shade of pink and of the largest size. Very early bud is imperative, otherwise it is single. Dwarf. **10c each; 60c per ten.**
- 8/10 **Ben Wells.**—One of the largest exhibition whites. Dwarf. **10c each; 60c per ten.**
- 8/25 **Black Hawk.**—Dark crimson scarlet, exceptionally fine color. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Brighthurst.**—(Introduced by us 1903.) Pink, slightly shading to cream. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Bronze Brighthurst.**—A bronze colored sport of the old favorite Brighthurst. It is the exact duplicate of its parent in stem, foliage and every respect except color. semi-dwarf. **10c each; 60c per ten.**
- Brutus.**—Beautiful shade of bronze, most useful as a specimen plant. Dwarf. **10c each; 60c per ten.**
- 8/10 **Cheltoni.**—A yellow sport from Nellie Pockett. Dwarf. **10c each; 60c per ten.**
- 8/10 **D. B. Crane.**—Deep golden yellow, slightly streaked with red; petals recurving at tips. Makes a flower of largest size and finest form. Dwarf. **10c each; 60c per ten.**
- 8/15 **Christy Mathewson.**—(Introduced by us 1912.) A Japanese of largest size, eight inches in diameter and six and one-half inches deep. In early development it shows an eye, but continues to produce more petals day by day until the center is filled. Pure white. Strong, wiry stem. Semi-dwarf. **10c each; 60c per ten.**
- 8/20 **Chrysanthemiste Montigny.**—A large Japanese, incurved; light sulphur yellow. Tall. **10c each; 60c per ten.**
- 8/10 **Countess of Granard.**—Rich yellow, a huge flower of first quality. Partakes of F. S. Vallis, but superior. Good habits, stem and foliage. Tall. **10c each; 60c per ten.**
- 8/25 **Dakoma.**—(Introduced by us 1907.) A fine exhibition bronze, of large size and beautiful form. Dwarf. **10c each; 60c per ten.**
- 8/10 **Earnest G. Mocatto.**—An immense flower of the F. S. Vallis type, but a much richer yellow. Stem and foliage perfect. Dwarf. **10c each; 60c per ten.**
- 8/25 **Elberon.**—(Introduced by us 1913.) We have received from last year's purchasers many strong endorsements as to the merits of this variety as an exhibition sort and we predict it will be more popular when better known. Bright pink with lighter reverse. Semi-dwarf. **25c each; \$2.00 per ten.**
- 8/30 **F. E. Nash.**—Japanese, light pink, large in size, but, like many other pinks, inclined to be unstable in color, especially on early buds. Dwarf. **10c each; 60c per ten.**
- 8/10 **F. S. Vallis, but superior.** Good habits, stem and foliage. Tall. **10c each; 60c per ten.**
- 8/15 **Geo. J. Bruzard.**—Wine red, broad florets. One of the largest for collections. Semi-Dwarf. **10c each; 60c per ten.**
- 8/20 **Glen Cove.**—(Introduced by us 1911.) Japanese, light lavender pink; few pinks excel this variety in size, and its sturdy stem admits of staging without supports. Semi-Dwarf. **10c each; 60c per ten.**
- 8/30 **Glenview.**—The large Japanese blooms are dark bronze, sometimes showing a little of the Indian red lining. Is also a good commercial bronze, giving double flowers from late buds. Semi-Dwarf. **10c each; 60c per ten.**
- Golden Age.**—(Introduced by us 1904.) Brightest yellow, excellent for specimen plants, and is becoming more popular each year for this purpose. **10c each; 60c per ten.**
- 9/5 **Harry E. Converse.**—Considered from every aspect we believe this is the best of the Wells-Pockett set for 1911. Growth vigorous, clean foliage, large blooms, petals crimson with golden bronze reverse, which is the predominating color. Semi-Dwarf. **25c each; \$2.00 per ten.**

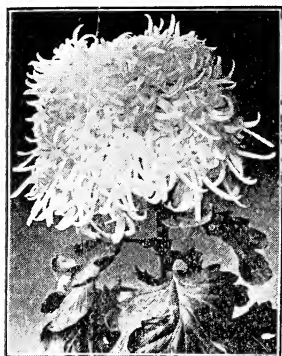
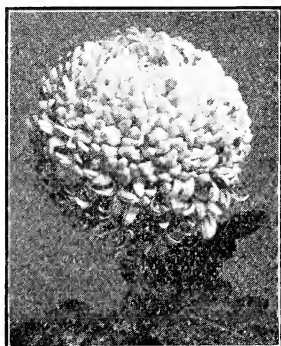
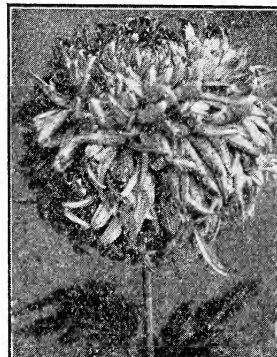
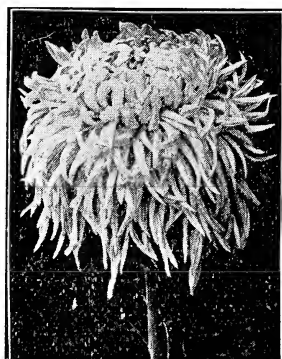
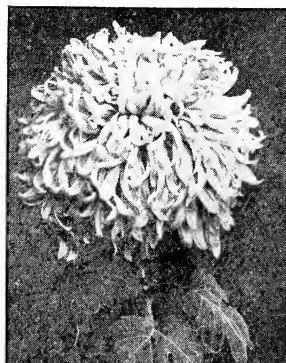
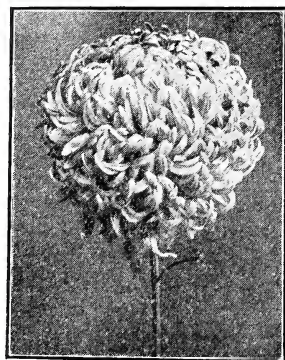
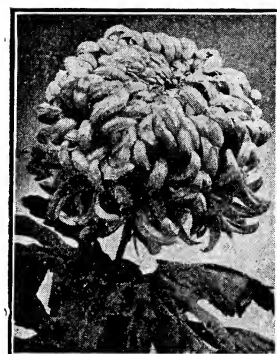
AS USUAL WE LEAD IN THE PRODUCTION OF BONA-FIDE NOVELTIES. WERE AWARDED EIGHT FIRST-CLASS CERTIFICATES, BY THE CHRYSANTHEMUM SOCIETY OF AMERICA FROM THE NINE VARIETIES SUBMITTED.

**Nakota****Elberon****Lenox****Smith's Sensation.****Mount Kisco****Naomah****Glen Cove****Christy Mathewson****Yonkers****M. Loiseau Rousseau****Wm. Turner****Yellow Miller**

Best Bud

- 8/25 **Howard Gould**.—Inside of petals bright golden chestnut. Reverse, pure deep gold. Dwarf. **15c each; \$1.20 per ten.**
- 8/5 **Hon. Mrs. Lopes**.—Very large yellow, but, like many of the importations, an early bud is important to secure double flowers. Dwarf. **10c each; 60c per ten.**
- 8/10 **J. Lock**.—Bright yellow streaked red, broad and long florets, blooms extra large. Dwarf. **15c each; \$1.20 per ten.**
- 8/5 **J. W. Molyneux**.—A large bright crimson of a pure tone; one of the finest yet introduced. Dwarf. **15c each; \$1.20 per ten.**
- 8/20 **Kitty Lawrence**.—A delicate fawn color; long petals which curl and interlace, forming a very attractive bloom. Tall. **10c each; 60c per ten.**
- 8/15 **Lady Carmichael**.—Center petals incurving, while outer ones are long and reflex. Color, pure white. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/25 **Lady Hopetoun**.—Light pink; a large fine-formed bloom. Dwarf. **10c each; 60c per ten.**
- 8/25 **Lanona**.—(Introduced by us 1906.) Pure white, center tinted rose; Japanese incurved, good for early exhibitions. Dwarf. **10c each; 60c per ten.**
- 8/15 **Lenox**.—(Introduced by us 1911.) The largest yellow known; in fact, there are but a few in our large collection that equal it in size. Beautiful loosely incurved, and a bright, pleasing shade of yellow; many of our blooms are 9 in. in diameter and 7½ in. in depth, unexcelled for exhibitions. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/10 **Leslie Morrison**.—Rosy crimson, with broad, thick florets. Its dark green foliage makes it very attractive. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Madison**.—(Introduced by us 1913.) A large reflexed Japanese of the largest size. Creamy white, sometimes penciled with pink. Tall. **25c each; \$2.00 per ten.**
- 9/5 **Manhattan**.—(Introduced by us 1912.) In size, a companion for Lenox; color, delicate blush or flesh, which illuminates beautifully under artificial light. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Mary Donellan**.—An excellent Japanese incurved; broad petals of great substance, brightest yellow with reverse of the same shade. Tall. **10c each; 60c per ten.**
- 8/30 **Mary Farnsworth**.—Color, a pleasing shade of apricot, outer petals reflex and center incurve. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Marquis Visconti Venosta**.—Beautiful bright pink Japanese incurved; fine for exhibitions. Semi-dwarf. **10c each; 60c per ten.**
- 8/20 **Merza**.—(Introduced by us 1898.) A fine white for exhibitions; inclined to wilt unless cut into the green wood and placed in water for a few days. Dwarf. **10c each; 60c per ten.**
- 8/10 **Morristown**.—(Introduced by us 1911.) Unsurpassed in size by any pink; long reflexing outer petals with incurved center. When seen at its best it outranks any pink we know of. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/15 **Mount Kisco**.—(Introduced by us 1913.) Very useful whether grown for exhibition or where the late buds are selected for commercial use. Creamy white, strong stem and wonderful keeping qualities. Dwarf. **25c each; \$2.00 per ten.**
- 8/15 **M. Loiseau-Rousseau**.—Large incurving pink in two tones of color; fine stem and foliage. Exceedingly large and bold; should be in every collection. Tall. **10c each; 60c per ten.**
- 8/15 **Miss Clay Frick**.—White sport from Wm. Duckham, possessing the same good qualities. Free to grow and easy to manage. Dwarf. **10c each; 60c per ten.**
- 8/25 **Miss Marian Hankey**.—Mauve pink Japanese incurved; is inclined to come late. Semi-dwarf. **10c each; 60c per ten.**
- 8/5 **Mme. R. O'Berthur**.—Large blooms, pure white, reflexing gracefully and hooking at tips. Tall. **10c each; 60c per ten.**
- 8/10 **Mrs. Geo. W. Burke**.—A fine bronzy yellow; stem and foliage all that could be desired; comes good from any bud and is in perfection for the earlier shows. Dwarf. **15c each; \$1.20 per ten.**
- 8/10 **Mrs. Gilbert Drabble**.—This variety conforms in every way to the American ideal: stem rigid, foliage well up to the bloom, and is of the largest size. Purest white in color, and the petals are arranged in a whorl, rendering it most attractive. Dwarf. **20c each; \$1.75 per ten.**
- 8/15 **Mrs. Wm. Duckham**.—Large, Japanese reflexed. One of the best exhibition yellows. Dwarf. **10c each; 60c per ten.**
- 8/10 **Mrs. Peter Duff**.—This is an improved Mrs. J. Dunne. Color, old rose shading to cerise; stem and foliage perfect. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/15 **Mrs. J. E. Dunne**.—Salmon terra cotta Japanese, good color and very effective. Tall. **10c each; 60c per ten.**
- 8/15 **Mrs. Robert D. Foote**.—A bloom of large size; every petal reflexes. Color, a magnificent mahogany crimson; stem and foliage good. Dwarf. **15c each; \$1.20 per ten.**
- 8/10 **Mrs. A. M. Henshaw**.—A fine incurved white. Stem and foliage perfect. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/10 **Mrs. Geo. Hunt**.—Large, soft yellow Japanese incurved. A grand exhibition variety of robust growth. Dwarf. **10c each; 60c per ten.**
- 8/20 **Mrs. O. H. Kahn**.—A fine bronze; should not be overlooked by commercial growers. Dwarf. **10c each; 60c per ten.**
- 8/20 **Mrs. G. C. Kelly**.—This variety is quite similar in color to Geo. W. Pook; rosy cerise, reverse old rose; hence might be termed a magnified Pook. In other respects is a great improvement; easy to grow, with fine stem and foliage. Dwarf. **10c each; 60c per ten.**
- 8/20 **Mrs. J. A. Miller**.—A large, high-built Japanese; reddish bronze. Semi-dwarf. **10c each; 60c per ten.**

CHRYSANTHEMUMS HAVE BEEN OUR SPECIALTY FOR MANY YEARS. WE ARE GLAD TO GIVE ADVICE AS TO BEST VARIETY OR CULTURAL INSTRUCTIONS TO THOSE WHO REQUIRE SAME.

**Ben Wells****Pockett's Crimson****Chrysanthemiste Montigny****Reginald Vallis****Mrs. O. H. Kahn****Mrs. H. Stevens****Morristown****Kitty Lawrence****Wells' Late Pink****Naceur Bey****Harry E. Converse****Ongawa**

Best Bud

- 8/15 **Mrs. J. C. Neill.**—A soft canary yellow; fine incurved form; of easy cultivation and one of the best Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Mrs. H. Stevens.**—A large golden bronze, fine form and perfect finish. Dwarf. **10c each; 60c per ten.**
- 8/15 **Mrs. David Syme.**—The purest white and of the largest size. Dwarf. **10c each; 60c per ten.**
- 8/25 **Mrs. Chas. H. Totty.**—Very large, of a beautiful shade of light pink. Semi-dwarf. **10c each; 60c per ten.**
- 8/25 **Mrs. Harry Turner.**—A lovely crimson, showing a color as deep as the old Black Hawk, with a flower of good size. Stem and foliage perfect. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/25 **Mrs. J. Wells.**—Rosy purple. A beautifully formed flower of the reflexed class. Excellent stem and foliage. Dwarf. **10c each; 60c per ten.**
- 8/15 **Naceur Bey.**—Yellow, with distinct stripes of red. Japanese, with slightly irregular but incurving form. Tall. **10c each; 60c per ten.**
- 8/20 **Naomah.**—(Introduced by us 1910.) One of the best varieties of recent introduction. Its pure white, perfect incurved blooms on long stems give it first place in class calling for 25 or more white. Tall. **10c each; 60c per ten.**
- 8/25 **Nakota.**—(Introduced by us 1913.) This variety, owing to its immense size, immediately takes its place among the best exhibition kinds, surpassing all Novelties of last year for this purpose. Color, orange buff. Semi-dwarf. **30c each; \$2.50 per ten.**
- 8/10 **Nellie Pockett.**—Irregular incurved Japanese, narrow twisted petals, creamy white, first bud. Dwarf. **10c each; 60c per ten.**
- 8/25 **Ongawa.**—(Introduced by us 1907.) Color, golden amber; easy to grow, fine stem and foliage. Dwarf. **15c each; \$1.20 per ten.**
- 8/20 **O. H. Broomhead.**—A large bloom, with long broad reflexing petals; color, rose pink. Dwarf. **15c each; \$1.20 per ten.**
- 8/10 **Pockett's Crimson.**—Crimson with gold at tips of petals, which stand out, showing the color to good advantage. Dwarf. **10c each; 60c per ten.**
- 8/25 **Pockett's Surprise.**—Rosy crimson with cinnamon bronze reverse, long, broad florets. Japanese incurved; foliage heavy and good stem. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Poughkeepsie.**—(Introduced by us 1911.) Full exhibition size, in fact larger than Merza. White, with slightly creamy cast. Tall. **15c each; \$1.20 per ten.**
- 8/25 **Reginald Vallis.**—A large Japanese, plum color with lighter reverse. Can be grown to enormous size with excellent finish. Tall. **15c each; \$1.20 per ten.**
- 8/15 **Rose Pockett.**—Light shade of yellow, with an occasional tint of bronze. The wide petals incurve at the center and the outer ones reflex. Semi-dwarf. **10c each; 60c per ten.**
- 8/25 **Smith's Sensation.**—(Introduced by us 1912.) Its delicate shade of cameo pink is greatly enhanced under artificial light; it is closely incurved and of the largest size. Valuable as a commercial variety, and when so grown the latest buds should be selected to intensify the color. Semi-dwarf. **10c each; 60c per ten.**
- 8/25 **T. Carrington.**—Growth vigorous, amaranth, large. Owing to its distinct color, is unrivalled for classes calling for any other color than white, pink, yellow, etc. Semi-dwarf. **10c each; 60c per ten.**
- 8/20 **Tarrytown.**—(Introduced by us 1911.) Large light rosy salmon of a pleasing shade; quite similar to that of W. A. Etherington. Petals irregularly arranged. Dwarf. **10c each; 60c per ten.**
- 8/15 **Wm. Duckham.**—Beautiful light pink Japanese incurved. Owing to its freedom of growth, pleasing color and sturdy stem, is deservedly popular. Dwarf. **10c each; 60c per ten.**
- 8/10 **Wm. Kleinheinz.**—Chestnut red of large size; large petals and the bloom builds up to the largest size; superior in color to Woodmason. Semi-dwarf. **15c each; \$1.20 per ten.**
- 8/30 **Wm. Turner.**—A decided incurve of the purest white; fine form and a strong grower with clean foliage. Semi-dwarf. **10c each; 60c per ten.**
- 8/20 **Wells' Late Pink.**—A very pleasing shade of pink and of the largest size, not late as the name implies. Dwarf. **10c each; 60c per ten.**
- 8/5 **W. Woodmason.**—The largest red, not as bright in color as many of the crimsons, but its size enhances its value. Dwarf. **10c each; 60c per ten.**
- 8/20 **Yellow Miller.**—A clear light yellow sport from Mrs. J. A. Miller. Foliage and stem good. Semi-dwarf. **10c each; 60c per ten.**
- 8/15 **Yonkers.**—(Introduced by us 1913.) A light yellow of sturdy upright growth with foliage close to bloom. Semi-dwarf. **25c each; \$2.00 per ten.**

Note.—There are a few varieties listed under the Commercial Section which may also be used to advantage at exhibitions, especially when the schedule calls for large vases of twenty-five or more blooms. When grown for this purpose, they should have ample space on the benches and given generous treatment. They are as follows: Adonis, Chadwick Improved, Chrysolora, Col. D. Appleton, Crocus, Dick Witterstaetter, Dolly Dimple, Dr. Enguehard, Golden Chadwick, Golden Eagle, Golden Robin, Golden Wedding, Major Bonaffon, Mary E. Meyer, Mrs. W. E. Kelley, President Roosevelt, President Taft, Roman Gold, Tim Eaton, Yellow Eaton.

OWING TO THE INCREASED DEMAND WE HAVE PROVIDED A LARGE STOCK OF THE MOST POPULAR STANDARD KINDS. UNDER THESE CONDITIONS WE HOPE TO BE ABLE TO SUPPLY OUR PATRONS PROMPTLY WITH PLANTS AND CUTTINGS OF THE HIGHEST QUALITY.

HAIRY VARIETIES

These curious and unique flowers, with their petals covered with frost-like hairs, are always of great interest to visitors. They should be represented in all collections where friends or the public have access. They are not adapted to commercial use, and not of sufficient size to become prominent features on the show table, unless the schedule provides for this specific type.

PRICE.—10c each; 80c per ten; \$5.00 per hundred.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Arvede Barine.—Beautiful lavender pink, very heavily plumed.

Beauty of Truro.—A purplish bronze sport from Louis Boehmer.

Frison d'Or.—An incurved bloom of reddish bronze, with markings of yellow.

L'Enfant des deux Mondes.—Pure white sport from Louis Boehmer.

Louis Boehmer.—Magenta pink. This and its sports are excellent for bush culture.

R. M. Grey.—Terra cotta, one of the most distinct and best.

White Swan.—A closely incurved pure white flower, very heavily plumed.

HARDY VARIETIES

Many Chrysanthemums are hardy as far as the plant is concerned, but are of little value for flowering out of doors, as their buds are blackened by frost. The varieties offered below generally flower from the last of August to the 15th of October.

ORDERS FOR THESE VARIETIES WILL NOT BE DELIVERED UNTIL APRIL OR LATER.

PRICE.—10c each; 80c per ten; \$6.00 per hundred.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Cactus.—Fiery terra cotta, shape of a small cactus, very free and effective.

Carrie (Syn. Glory of Seven Oaks.)—Deep yellow; a beauty.

Champagne.—Bright ruby red; wonderfully colored.

Champ d'Or.—Canary yellow; very bushy habit.

Eden.—Bright rose; a beauty disbudded.

Hermine.—A pure white, reflexed.

Lady Mary Hope.—White, slightly shaded blush; good habit.

Le Pactole.—Bronzy yellow; large flower, strong grower.

La Somme.—Deep mauve pink.

Miss Burchfell.—Deep blush pink with gold center.

October Gold.—Old gold; produces long sprays for bunching.

Queen of Earlies.—Pure white.

Anemones

The Anemone flowers consist of one or more rows of flat or tubular ray florets, with shorter quilled or tubular disc florets of the same or distinct color; are being grown in sprays for artistic floral arrangements. For specimen blooms those marked "large flowering" are best and resort to disbudding to increase the size.

PRICE.—10c each; 60c per ten; \$4.00 per hundred, unless otherwise quoted.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Alpine Glow.—Large white flower with a glow of pink; very beautiful.

Ada Sweet.—Silvery pink, medium size flower, petals mostly quilled; fine for pots.

Beatrice Asmus.—Beautiful pure white petals, flat and substantial.

Bessie Flight.—Bright rose pink, center full. A sport from Mme. Montels.

Diantha.—(Introduced by us 1913.) Dwarf compact growth, fine for small pot plant or to grow for sprays. Guard white high rounded cream colored center. **15c each; \$1.20 per ten; \$10.00 per hundred.**

Garza.—Purest white with yellow center, medium size, rays broad.

Gertrude Wilson.—Medium sized flower, yellow, one row of flat petals, large deep yellow center.

Hans Griesser.—Pink, quilled petals, center yellow and bronze; profuse bloomer.

Laurita.—(Introduced by us 1913.) Bright yellow, very useful as a small pot plant or to grow for sprays. **15c each; \$1.20 per ten; \$10.00 per hundred.**

Lida Thomas.—Small flower, white, two rows of flat petals, center delicate yellow; late.

Mary Colladay.—A seedling of Garza, with habit of parent; in color, a rich rosy lavender pink. Extremely free and of excellent keeping qualities. **15c each; \$1.20 per ten; \$10.00 per hundred.**

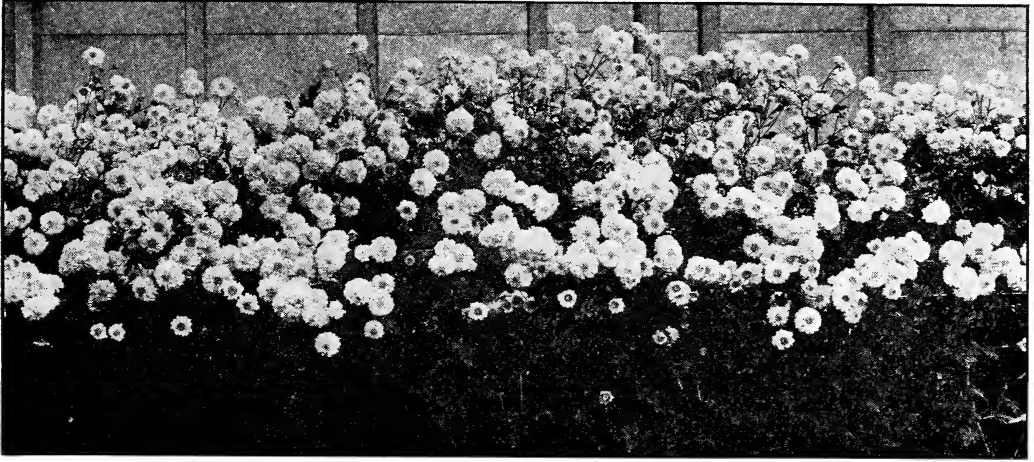
Miss Katherine Simmons.—Soft pink, one row of quilled petals loosely arranged; yellow center.

Miss Ida Kroeschell.—Light yellow, quilled petals loosely arranged; large center of deeper yellow.

Mrs. August Knab.—Creamy white with large honey-combed center.

Mrs. Jacob Wellauer.—Beautiful lilac color; flat petals, large honey-combed center.

Surprise.—Pink, very large and good.



Pompons

Pompons are becoming more popular year by year, being especially desirable for pot plants, and lend a distinctive grace and beauty to floral decorations of all kinds.

PRICE.—5c each; 40c per ten; \$3.00 per hundred.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Baby.—Clear bright yellow; very late.

Baby Marguerite.—A pure white sport from Baby.

Clorinda.—(Introduced by us 1910.) Semi-dwarf, producing erect sprays of an even shade of bronze. One of the best for specimen plants.

Diana.—A fine pure white.

Fairy Queen.—A delightful deep Enchantress color, of medium size, round and full; elegant foliage and a good keeper.

Helen Newberry.—The new late white Pompon, just as good and a little better than the popular variety Diana, which it follows for Thanksgiving and up to Christmas.

Iva.—(Introduced by us 1908.) Pure amber; finibriated petals, medium size.

Julie Lagravere.—Deep red; best of its color. Late.

Klondike.—Brilliant yellow, compact blooms of medium size.

La Purite.—A beautiful pure white.

Lodi.—(Introduced by us 1907.) Large clear yellow; cupped petals; very double.

Lula.—Pure snow white of medium size. Late.

Minta.—(Introduced by us 1911.) A very free flowering light pink, unsurpassed by any of this color. Owing to its upright growth is one of the best for specimen plants.

Nio.—(Introduced by us 1907.) Soft pink and white at center.

Quinola.—Clear orange yellow; excellent form and good size.

Skibo.—(Introduced by us 1905.) Golden chamois; flowers small.

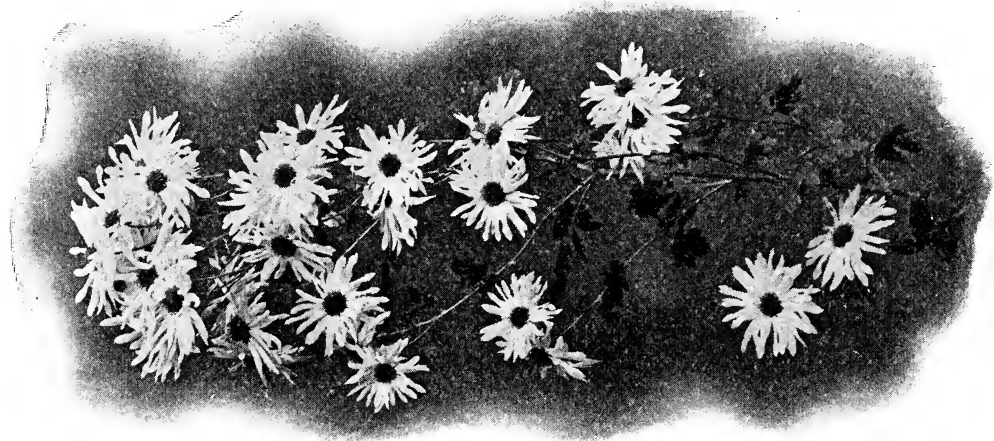
Utan.—(Introduced by us 1902.) Light magento, edged white.

White Jitsu-jetui.—Purest white; has wonderful substance; petals thick and heavy and rolled like cord, with tightly incurved center.

Zenobia.—Bright, clear yellow. Early.

KEEP THIS CATALOGUE FOR REFERENCE

This catalogue is really a book of reference, giving the flowering season, height the plants attain, and the best bud to reserve for the many sorts offered. Such information is eagerly sought each year, and especially so as the time for securing buds draws near. Every word in this Catalogue from cover to cover is worth reading and may throw light upon some subject important to the recipient.



Singles

This section comprises the best varieties for cut sprays and are also useful for specimen plants. Those listed below we consider best and have specified same.

PRICE.—10c each; 60c per ten; \$4.00 per hundred, unless otherwise quoted.

QUANTITY.—Not less than 5 OF A KIND at ten, 25 at hundred rate.

Allegheny.—(New 1913.) Beautiful clear pink, similar to that of Ladysmith. **15c each; \$1.20 per ten; \$10.00 per hundred.**

Anna.—(Introduced by us 1909.) Pure white; belongs to the true single section, having but one row of petals. Fine for pot plants.

Arlee.—(Introduced by us 1910.) A rich golden amber of dwarf growth, excellent either as a pot plant or for cutting. Large flowering.

Bishop Henninghaus.—Petals tubular, opening at the extremities. Red; tubes deep cream.

Blazing Star.—(Introduced by us 1913.) The best bright single red to grow for sprays. **15c each; \$1.20 per ten; \$10.00 per hundred.**

Celtic.—(New 1913.) Rose pink, large flowers. **15c each; \$1.20 per ten; \$10.00 per hundred.**

Clea.—(Introduced by us 1912.) Growth upright, forming large sprays of a delicate shade of light pink.

Felicity.—A large creamy white, excellent for all purposes.

Hilda Wells.—Beautiful Tuscan red with a light yellow tinting at base of petals.

Itaska.—(Introduced by us 1910.) The incurving petals give the flowers the appearance of pond lilies, and are a most pleasing shade of pink.

J. T. Angus.—Rosy cerise; very fine late variety.

Lady Lu.—Purest white; good for all purposes.

Ladysmith.—Early pink; useful for bush plants.

Little Barbee.—Clear canary yellow, exceptionally large sprays of medium sized flowers. This we consider the best yellow either for cutting or pot culture.

Merstham Jewel.—Terra cotta, with golden points and center.

Minnesota.—A very striking blood red, 2½ in. across, long slender stem; best red for general use.

Miss Dorothy Deneen.—Silvery pink; very prolific bloomer; petals half way quilled.

Miss Ella Uihlein.—Pink, quilled petals, medium sized flower, on long slender stem.

Mrs. Alice Brownson Huston.—Daybreak pink, quilled in center; very fine.

Rob Roy.—Very light blush on white ground.

Tasso.—(Introduced by us 1913.) Early, delicate pink, very dwarf and free. **15c each; \$1.20 per ten; \$10.00 per hundred.**

We can supply any of the Novelties offered in this country for 1914 at introducers' prices. Should you need others, write us.

Rooted Cuttings===Early

	Per 100	Per 1000		Per 100	Per 1000
Chas. Razer	\$2.50	\$20.00	Mrs. B. E. Hayward.....	\$8.00	\$70.00
Chrysolora	3.00	25.00	October Frost	2.50	20.00
Clementine Touse	2.50	20.00	Pacific Supreme	2.50	20.00
Comoleta	3.00	25.00	Pink Ivory	3.00	25.00
Donatello	3.00	25.00	Polly Rose	2.50	20.00
Early Snow	3.00	25.00	Robert Halliday	2.50	20.00
Gloria	2.50	20.00	Roserie	2.50	20.00
Glory of Pacific.....	2.50	20.00	Smith's Advance	2.50	20.00
Golden Glow	2.50	20.00	Unaka	2.50	20.00
Ivory	2.50	20.00	Yellow October Frost.....	3.00	25.00
Monrovia	2.50	20.00	Yellow Touse	2.50	20.00

Mid-Season and Late

	Per 100	Per 1000		Per 100	Per 1000
Adonis	\$3.00	\$25.00	Lucile Quinlan	\$8.00	\$70.00
Aesthetic	4.00	35.00	Major Bonnaffon	2.50	20.00
Antique	3.00	25.00	Mary E. Meyer.....	8.00	70.00
Chadwick Improved	3.00	25.00	Mayor Weaver	2.50	20.00
Chadwick Supreme	3.00	25.00	Mrs. W. E. Kelley.....	3.00	25.00
Col. D. Appleton.....	2.50	20.00	Mrs. H. Robinson	2.50	20.00
Crocus	2.50	20.00	Nagoya	3.00	25.00
December Gem	3.00	25.00	Nontero	3.00	25.00
Dick Witterstaetter	4.00	35.00	Patty	3.00	25.00
Dolly Dimple	3.00	25.00	Pink Gem	4.00	35.00
Dr. Enguehard	2.50	20.00	Pres. Roosevelt	3.00	25.00
Geo. W. Childs	3.00	25.00	Pres. Taft	3.00	25.00
Golden Eagle	3.00	25.00	Ramapo	4.00	35.00
Golden Chadwick	3.00	25.00	Roman Gold	2.50	20.00
Golden Robin	8.00	70.00	Tim Eaton	3.00	25.00
Golden Wedding	3.00	25.00	White Bonnaffon	2.50	20.00
Harvard	3.00	25.00	White Helen Frick.....	2.50	20.00
Helen Frick	2.50	20.00	White Perfection	8.00	70.00
Hirondelle	3.00	25.00	W. H. Chadwick	3.00	25.00
Intensity	3.00	25.00	Yanoma	2.50	20.00
John Burton	3.00	25.00	Yellow Eaton	3.00	25.00

Rooted cuttings of the Anemones, Pompons and Singles will be furnished as follows:

Those quoted at \$3.00 for plants will be supplied at \$2.50 per hundred.

Those quoted at \$4.00 for plants will be supplied at \$3.50 per hundred.

Those quoted at \$10.00 for plants will be supplied at \$8.00 per hundred.

Novelties and scarce sorts are sold as plants only.

Those desiring Rooted Cuttings of the Exhibition varieties will be quoted on receipt of list of requirements.

Plants completely boxed or crated enjoy a special rate. Chrysanthemums grown in 2¼ in. pots weigh about one-third pound each, or 300 plants (approximately) will weigh 100 lbs., including the box. Pound rate applies in all cases where the weight is sufficient to make the minimum charge 35c or over, but no shipment is transported for less than 35c for each company handling. From the figures given below it will be seen that:

10 lbs., 30 plants, from Adrian to Denver would cost 44c.

15 lbs., 45 plants, from Adrian to New Orleans would cost 41c.

20 lbs., 60 plants, from Adrian to Boston would cost 35c.

Plant rate on 100 lbs. to Boston, Mass., New York, N. Y.....	\$1.75 per hundred
Plant rate on 100 lbs. to Philadelphia, Pa., Baltimore, Md., St. Louis, Mo....	1.50 per hundred
Plant rate on 100 lbs. to Denver, Colo.	4.40 per hundred
Plant rate on 100 lbs. to Minneapolis, Minn.	2.50 per hundred
Plant rate on 100 lbs. to Atlanta, Ga., New Orleans, La.....	2.75 per hundred
Plant rate on 100 lbs. to Chicago, Ill., Indianapolis, Ind., Cincinnati, Ohio...	1.00 per hundred

Prepaid packages by Express are charged at the rate of 8c per lb., provided the value is less than \$10.00, no limit to weight. At this rate it is much less than the special plant rate to California and other Western states; it is advantageous to those in such localities to have their plants prepaid. We are always glad to do this when unknown parties make remittance to cover same.

Chrysanthemum Collections

To those desiring a large collection of the choicest varieties at greatly reduced rates, we make the following **Special Offers**. We are confident these collections will please the most fastidious, not only in the selection, but quality of stock. In considering these do not overlook the fact that the Novelties included are not merely so-called Novelties, but those approved by the best growers in this country and abroad.

No change made in these collections, and selections of varieties in all cases must be left to us.

No. 1. Five American Novelties, 1914; 15 Novelties, 1913; 40 Exhibition Varieties.

50 plants	\$5.00
No. 2. Forty best Exhibition Varieties	3.00
No. 3. Twenty best Exhibition Varieties	2.00
No. 4. Twelve best Exhibition Varieties	1.00
No. 5. Twelve best Varieties Pompons50
No. 6. Twelve best Varieties Singles50
No. 7. Twelve best Varieties Anemones50

Chrysanthemums for Special Purposes

SPECIMEN PLANTS

Where large specimens are required, they should be started in January or February. Medium sized plants can be produced from cuttings struck in March, and for those who desire to grow small sizes for market trade, this work may be continued until the middle of June. The frequent stopping or nipping the ends of the growth to produce symmetrical plants of required size, is the most important function. Later in the season the providing of suitable supports and tying the plants thereto will require attention. Herewith we append a list of varieties most suitable for this purpose, and have divided them into two sections, those which may be grown to considerable height and diameter, and such as are naturally dwarf and compact.

LARGE SPECIMENS

Golden Age
Wm. Duckham
Crocus

T. Carrington
Patty
Mary E. Meyer

Miss Clay Frick
Dr. Enguehard
Glenview

Geo. W. Childs
Chrysolora
Onгава

SMALL SPECIMENS

Pink Ivory
President Roosevelt
Comoleta

Garza
Ivory
Donatello

Pink Gem
Golden Eagle
Brutus

Dick Witterstaetter
August Dasse
Mlle. Arlette Dubois

SINGLES

Anna
Minnesota
Arlee

Allegheny
Clea
Ladysmith

Celtic
Tasso
Itaska

Lady Lu
Little Barbee
Rob Roy

COMMERCIAL VARIETIES

The varieties best suited for the Florist appear under the heading of Commercial Section, page 8, and have appended a few from the Exhibition Section, which may, under favorable conditions, be used for this purpose. See note, page 12.

EXHIBITION VARIETIES

Those best suited for the Exhibition appear on page 13. To these we have appended a few from the Commercial list, which, under generous treatment, may be utilized especially for large vases where long stems are required. See note, page 17.

ALL SAINTS' DAY

Owing to the great demand for flowers on All Saints' Day (November 1st), we are prompted to make a few suggestions to those interested in this event. The varieties which mature late in October are most serviceable, and, in addition to those under Early Commercial Section, the following are well adapted for this purpose: Crocus, Geo. W. Childs, Pink Gem, Ramapo, Mrs. H. Robinson, Mlle. Arlette Dubois, Onгава, and President Taft.

Cultural Directions

The Chrysanthemum, unlike most plants, has its season of active growth, its flowering period, which is followed by inactivity or a short stage of rest. With these facts before us, we should consider these several stages separately.

During the growing season they enjoy fairly rich soil and abundance of air should be given when grown under glass, a rather generous supply of water, and be kept free of injurious insects at all times.

The past season we have had many inquiries from various localities regarding blooms which did not develop perfectly. The description of the plants, in most instances, indicated too liberal a supply of nutriment, either in the form of manure incorporated in the soil or too frequent or strong applications of liquid fertilizers.

The inexperienced are apt to err in this respect, particularly during the stage of active growth, prior to the formation of buds. The more nourishment given, the stronger and more luxuriant the foliage becomes, so that after the buds are selected a continuance of such treatment is in excess of their needs, and the petals just forming are often destroyed or injured. Better results will follow by the use of a moderate amount of fertilizers during the growing season.

When thus grown the plants are not in a pampered condition and are ready to receive nourishment, which through the process of assimilation is taken to the part being constructed (which is the bud), and thus all the energy of such applications is concentrated in the development of the bloom. All applications at this time should be light at first, gradually increasing until the maximum is reached at the time the buds begin to show color. Those who save the old plants for the sake of perpetuating for the next season's use, should (if protected under glass) keep them rather on the dry side and all the light and air possible at all times unless severe weather prevents.

We have endeavored to give the best date for selecting the buds in this vicinity, but these cannot be considered infallible, as climatic conditions have much to do with their development. Cool weather after the buds are selected is most favorable, and there are a few localities where they may be reserved earlier than the dates given; but in the extreme Southern States, or wherever summer weather continues well into the autumn, later buds may be preferable. Each grower should acquire this knowledge by experience.

To guard against fungus diseases, it is advisable to confine the hours of watering, as far as possible, to the early morning so the plants will be fairly dry at night, especially from the middle of August onward.

Early planting increases the strength and vigor of the plants, and should improve the quality of the blooms when all the conditions are equal. Such a course is imperative when early flowers are desired, so that the plants attain sufficient size to permit saving early buds.

Those desiring more explicit instructions should avail themselves of Smith's Chrysanthemum Manual, a description of which will be found inside last cover.

FERTILENE, the Ideal Plant Food

Unequaled for Producing Lusty Chrysanthemums

A complete Chemical Fertilizer, perfectly soluble and contains the same constituents as those incorporated in manure, supplying proper quantities of nitrogen, potash and phosphoric acid, which are the most important elements conducive to plant life.

Stable manure contains less than 2%, while Fertylene contains over 65% actual plant food.

The analysis given by the State Chemist is as follows: Nitrogen, 12.24%; Phosphoric Acid, 27.84%; Potash, 25.9%. Total, 65.98% available plant food.

The advantages of Fertylene over other manures are: It is clean, has no offensive odor, is soluble and thus easily prepared, is immediate and permanent in its effect, so highly concentrated that it is the cheapest, saves time and labor, and gives accurate results.

Samples of 14 ounces prepaid by mail, 45c.

Larger quantities will be furnished as follows:

Ten pounds, \$3.00; Twenty-five pounds, \$6.00; Fifty pounds, \$10.00. F. O. B. Adrian.

One ounce is sufficient for ten gallons.

FULL DIRECTIONS ACCOMPANY EACH PACKAGE

Prepared and sold only by

ELMER D. SMITH & CO., Adrian, Mich.

Smith's Revised Chrysanthemum Manual

(THIRD EDITION)

By ELMER D. SMITH

Who has made a Specialty of Chrysanthemum Culture for the past Twenty-five Years

This booklet treats the subject in a concise yet lucid manner, covering the whole work from the care of stock plants to the staging of blooms.

The best work on American Chrysanthemum Culture. Both amateur and florist have been provided with articles for their special needs

ONE HUNDRED AND SIX PAGES ONLY 50 CENTS POSTPAID



QUEEN (See Page 6).